

Want Ads.,
Agriculture,
Commerce.

The Times



Dispatch

Financial,
Manufacturing,
Real Estate.

THE DISPATCH FOUNDED IN 1850
THE TIMES FOUNDED 1862

RICHMOND, VA., SUNDAY, JANUARY 8, 1911.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

The New Year Shoots Off
With Bright Skies and
Splendid Prospects.

SOME CHANGES WORTHY OF NOTE

Sales for First Week in New
Year Not Very Large, but the
Outlook Seems Bright to All
of the Agents—Rumors
That Float in the
Air.

Since the opening of the new year the real estate agents, all of them—such as deal in immediate city property, such as handle suburban property, and such of them as make a specialty of handling farm and out-of-town property—all of them, in fact, have been busy, busy in the matter of winding up the old year's business, busy in the matter of starting off the new year's business, busy in making and taking orders, and busy in a whole lot of other ways. Some of the men who give special attention to rental matters have been exceedingly busy collecting up and trying in one way and another to get the books to balance up all right. In a rental way, this is right hard to do sometimes, but the rental agents tell me they have less trouble this good year than usual. The most of the folks who did business of any kind in Richmond last year found things a little easier than in some former years, and as a rule they have been able to settle up on the beginning of a new year in a way that was pleasing to nearly all of the rental and other kinds of agents.

Good News All Around.
From all of the real estate agents there comes gratifying information that the new year has started off in good shape. It is true that for the first week the actual sales have not been startlingly large. There are all kinds of rumors of big deals that have been hung on the string, with a prospect of dropping off in the near future, but it is rather hard to trace any of these rumors down to cast iron facts. For instance, there is a rumor in the air, which has every conceivable sign of having something worthy of talk in it, and yet cannot be traced down to cast iron facts, to the effect that the Richmond College management, since the fire that played havoc with the building there, has taken into consideration an option or signed up a tentative agreement, or something of that kind, with a syndicate of capitalists who propose to take over that property, when the college folks are ready to move to Westhampton. The rumor goes that the syndicate had all kinds of money and all kinds of securities to make its proposition attractive to the college folks, and that the said college folks, and they are right good business men, too, thought they saw something good in the proposition.

Not Yet Consummated.
However, no deal has yet been made, and it would not be the part of wisdom for a deal to be made just now. The college can't move for some time yet, and, be it understood, the college does not have to pay taxes. A buying syndicate would have to settle right up with the tax man as soon as deeds were passed. It is a wise, very wise, to let a deal of this kind go slow, and the probability is that it will go slow, so slow that a newspaper man will not be allowed to catch on to the inside facts—that is, not for some time yet. At the same time there is a deal on, and the information is to the effect that the college folks hold the whip hand in the deal.

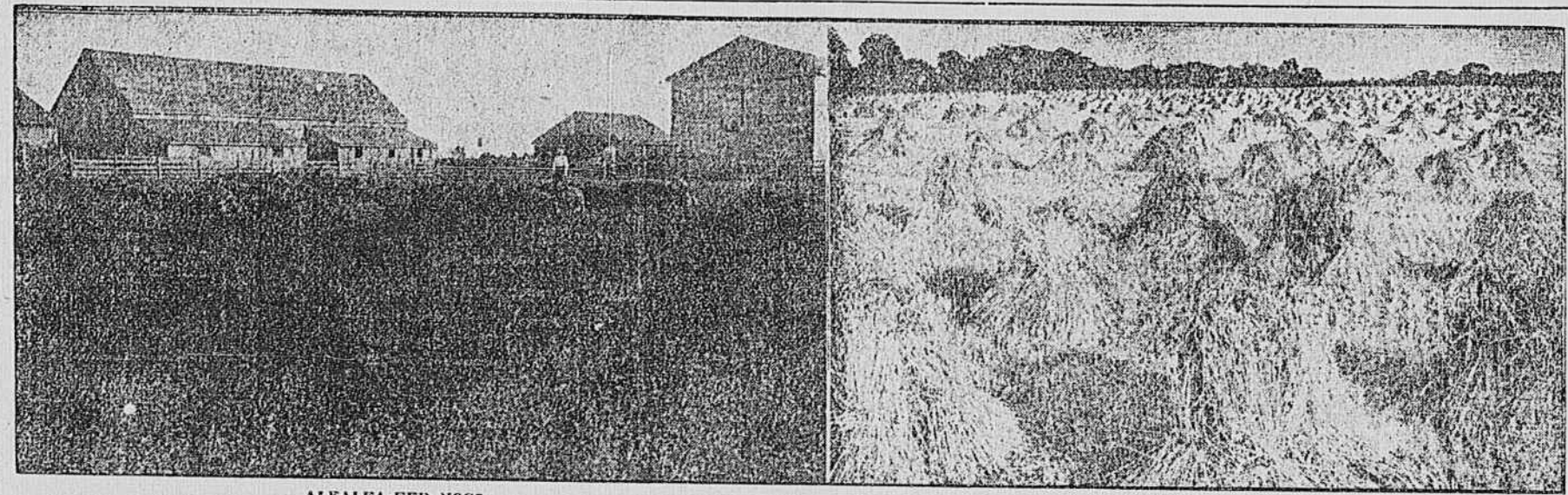
Sales and Things.
The actual sales of real estate for the past week were, comparatively speaking, rather small—that is, the reportable sales were. Some of the agents who have made fairly good sales will not tell the man of news about them, and of course they cannot be counted except in the way of estimates. Taking the reportable sales and the estimates, by and large, it looks as if the sales for the first week of the new year were something like \$175,000, and, be it understood, this figure covers city deals and suburban sales as well. The sales of the trade remain to be seen. J. A. Connelly & Co. did a little swapping or reselling business. They sold for W. J. Gilman 300 feet on Noble Avenue, near Westwood, in Ginter Park, and the same firm sold for Mr. Day the residence 121 West Clay Street, and it is understood that Mr. Gilman was the investor, and this property was valued at \$6,000. Just who got the deal is not known, but the purchase was purely an investment, showing that money-makers in Richmond think good real estate is the best kind of an investment.

All of the agents tell me that they have had small sales during the week, but nothing really worth bragging about. However, they say that the new year has opened up in good shape, there are all kinds of good inquiries and every indication of good business that is but a few weeks ahead.

Business Changes.
The new year brought some changes in the personnel of the real estate concerns, and some movement on the part of concerns that made no change in personnel or in firm names.

Golsan & Nash, the young men who have a general real estate business and at the same time make a specialty of West-

AGRICULTURAL POSSIBILITIES IN VIRGINIA

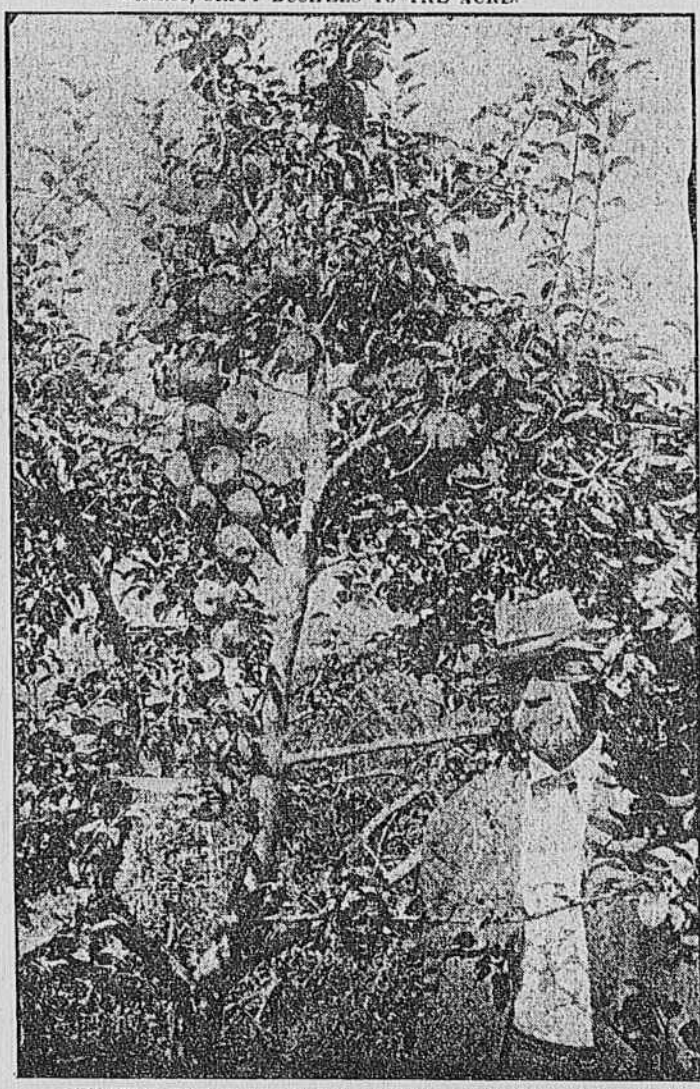


ALFALFA-FED HOGS.

WHEAT, SIXTY BUSHELS TO THE ACRE.



APPLE PACKING INSTITUTE IN SESSION.



SENATOR KEEZELL, UNDER HIS OWN VINE AND APPLE TREE.

THE STOCK MELON GROWS IN TEXAS

Can It Thrive in Virginia? If
So, It Is a Good
Investment.

FOOD FOR STOCK IN WINTER

Subject Worth Consideration by
Old Dominion Farmers.
More Light to Come.

The Industrial Section is in receipt of a very interesting letter from away down in Texas, which tells of a new kind of a pumpkin or melon, or something of that kind, a thing which seems to be known in Texas as the "Texas Stock Melon," a new product said to be a very fine thing for cattle and hogs and chickens, and a thing that can be grown as well in Virginia as in Texas. It is probably a kind of cross between a Hanover watermelon and a James River pumpkin.

But let the letter speak for itself. Here it is:

To the Industrial Editor of The Times-Dispatch:

Dear Sir—I am writing this letter, or article, if you choose to call it by that name, for the benefit of my brother farmers in our great Southland. I, and some of my neighbors, have for the past four years been raising what we call the "Texas Stock Melon," and it has proven to be the most profitable crop I have ever raised; that is profitable to people who raise hogs, goats, cattle, horses and fowls of all and every kind. It is valuable because it furnishes green food for the above named all through the long winter season when in most sections of the Southland green food is out of the question. This melon grows very large, with many melons to the vine, some of them weighing as high as sixty pounds, and generally speaking, yielding down here from ten to fifteen tons of melons to the acre.

The great value of these melons consists largely in their keeping qualities. They will keep green all through the winter, at a time when green food is much needed, but very scarce, if at all obtainable. For hogs, cows, sheep and goats and for fowls of all kinds the melon is a splendid food. These melons are the only substitute I know of for the much praised silo, and they can be made with so little labor.

The women folks in Texas use the melon very largely for preserves, and for a new kind of sauce. For these the Texas stock melons are very fine, but I have found their principal value in the feeding of stock in the winter season, when there is no green food obtainable.

If any of my brother farmers in Virginia would like to get a start in the growing of the "Texas Stock Melon," I will be very glad to mail packages of the seed to such as will inclose me the postage and their addresses.

(Signed)
G. D. PEREGO,
Newton, Texas.

I have looked into the books and have inquired of Commissioner Kolner, and he has looked into all of his books, and between us and among us we can find no data concerning the "Texas

LIFE INSURANCE IS A BIG INDUSTRY

Company That Greater Rich-
mond Takes a Decided and
Growing Interest In.

EFFORT THAT'S MADE GOOD

Virginia Life Insurance Com-
pany, That Started on
Ash-Heap.

NEW COTTON MILLS PLANNED IN SOUTH

Investments During Year 1910
Amount to More Than
\$11,400,000.

(Special to The Times-Dispatch.)
January 7.—More than \$11,400,000 is represented in new cotton mills in the South and in additions to existing plants planned in 1910, says the Manufacturers' Record in its issue of this week. The plans called for a total of 185,752 new spindles and 13,089 new looms. Among the announcements have been those of two mills that will each be capitalized at \$11,000,000, each with an equipment of 50,000 spindles and complement of 50,000 looms for manufacturing a fine grade of cotton goods not heretofore produced in the South, and of another one of \$500,000. The million dollar mills mentioned will be located at Greenville, S. C., and one of them is to manufacture India lawns and Hains, while the other has not yet announced the exact character of its output, except that it will be a grade of cloth not now manufactured anywhere in the country outside of New Bedford, Mass.

Features of the year's news have been the continuation of the movement toward the production of finer grades of cloth, the use of electricity as motive power, and an increasing interest of Northern and New England cotton manufacturers in Southern cotton milling. For instance, the two big Greenville mills mentioned are being made possible largely through the investment of New England capital to the extent of \$600,000 and \$700,000, respectively. The lawn and linen plant will be known as the Westervelt Mills, and its active manager is J. I. Westervelt, of Greenville, for many years known as the successful cotton manufacturer in the South.

The other Greenville mill will be known as the Duncan Cotton Mills, and its principal promoter is Captain Ellison A. Smyth, another well-known Southern cotton manufacturer. Another instance is a Georgia mill capitalized at \$200,000, almost entirely by Northern manufacturers, who will ship the plant's product to their Northern mills for conversion into oilcloth, with about 25,000 spindles and 750 looms, which O. A. Robbins, of Harlottesville, proposes to build in the Piedmont section.

In connection with its review of developments in the South during the past year the Manufacturers' Record

LEAF TOBACCO SALES NOT OVERLY LARGE

A Good Season That Will Make Immediate
Future Deliveries Large Enough to Enter-
tain Buyers—Burley Growers Come
to Town.

There were what the tobacco growers in Virginia and North Carolina call "good seasons" all of the past week, that is, the weather, with perhaps an exception of one day, possibly two, was favorable for stripping the leaf and preparing the same for the market, but the "good season" did not come early enough to enlarge the deliveries for the week. The leaf that was stripped and made ready last week will be delivered this week and next week, and in view of this fact, the warehousemen and commission merchants look for heavy business for the next ten days or two weeks.

Big Burley Sales.

The sales last week were not as large as the warehousemen had hoped for, the weather conditions throughout the two States named not being altogether favorable. The total sales in Richmond of the loose leaf did not exceed 200,000 pounds and probably the most of this was of the Burley type. The Burley goods came in from Virginia and West Virginia counties and in very many instances, especially from West Virginia, they were accompanied by the farmers who grew the weed, farmers who were trying the Richmond Burley market for the first time and came along with their shipments to see how the land lays.

The warehousemen did the bulk of the Burley business, and the information gathered from the many farmers who marketed their weed there was to the effect that they were pleased with the figures obtained and with the treatment received at the hands of the wide awake warehousemen.

The sun cured stocks that were offered sold equally as well as the same grades fared before the Christmas holidays, possibly a little better. In the offerings there were a few good wrappers and not a few good fillers. Such of the leaf as was in good order, and the most of it was, brought good figures. That no sensationably high prices were recorded was due to the fact that no sensationably fancy tobaccos were in the offerings. However, some good wrappers went as high as \$22, and some fillers touched the \$13 mark.

The reports from the bright markets

Leaf Tobacco Sales NOT OVERLY LARGE

A Good Season That Will Make Immediate
Future Deliveries Large Enough to Enter-
tain Buyers—Burley Growers Come
to Town.

There were what the tobacco growers in Virginia and North Carolina call "good seasons" all of the past week, that is, the weather, with perhaps an exception of one day, possibly two, was favorable for stripping the leaf and preparing the same for the market, but the "good season" did not come early enough to enlarge the deliveries for the week. The leaf that was stripped and made ready last week will be delivered this week and next week, and in view of this fact, the warehousemen and commission merchants look for heavy business for the next ten days or two weeks.

Big Burley Sales.

The sales last week were not as large as the warehousemen had hoped for, the weather conditions throughout the two States named not being altogether favorable. The total sales in Richmond of the loose leaf did not exceed 200,000 pounds and probably the most of this was of the Burley type. The Burley goods came in from Virginia and West Virginia counties and in very many instances, especially from West Virginia, they were accompanied by the farmers who grew the weed, farmers who were trying the Richmond Burley market for the first time and came along with their shipments to see how the land lays.

The warehousemen did the bulk of the Burley business, and the information gathered from the many farmers who marketed their weed there was to the effect that they were pleased with the figures obtained and with the treatment received at the hands of the wide awake warehousemen.

The sun cured stocks that were offered sold equally as well as the same grades fared before the Christmas holidays, possibly a little better. In the offerings there were a few good wrappers and not a few good fillers. Such of the leaf as was in good order, and the most of it was, brought good figures. That no sensationably high prices were recorded was due to the fact that no sensationably fancy tobaccos were in the offerings. However, some good wrappers went as high as \$22, and some fillers touched the \$13 mark.

The reports from the bright markets

Leaf Tobacco Sales NOT OVERLY LARGE

A Good Season That Will Make Immediate
Future Deliveries Large Enough to Enter-
tain Buyers—Burley Growers Come
to Town.

There were what the tobacco growers in Virginia and North Carolina call "good seasons" all of the past week, that is, the weather, with perhaps an exception of one day, possibly two, was favorable for stripping the leaf and preparing the same for the market, but the "good season" did not come early enough to enlarge the deliveries for the week. The leaf that was stripped and made ready last week will be delivered this week and next week, and in view of this fact, the warehousemen and commission merchants look for heavy business for the next ten days or two weeks.

Big Burley Sales.

The sales last week were not as large as the warehousemen had hoped for, the weather conditions throughout the two States named not being altogether favorable. The total sales in Richmond of the loose leaf did not exceed 200,000 pounds and probably the most of this was of the Burley type. The Burley goods came in from Virginia and West Virginia counties and in very many instances, especially from West Virginia, they were accompanied by the farmers who grew the weed, farmers who were trying the Richmond Burley market for the first time and came along with their shipments to see how the land lays.

The warehousemen did the bulk of the Burley business, and the information gathered from the many farmers who marketed their weed there was to the effect that they were pleased with the figures obtained and with the treatment received at the hands of the wide awake warehousemen.

The sun cured stocks that were offered sold equally as well as the same grades fared before the Christmas holidays, possibly a little better. In the offerings there were a few good wrappers and not a few good fillers. Such of the leaf as was in good order, and the most of it was, brought good figures. That no sensationably high prices were recorded was due to the fact that no sensationably fancy tobaccos were in the offerings. However, some good wrappers went as high as \$22, and some fillers touched the \$13 mark.

The reports from the bright markets

BIG YEAR'S WORK; THINGS ON AHEAD

From All Parts of the Old
Dominion Come Very
Cheering Reports.

BUSINESS GOOD AT ALL POINTS

The Year That Is Ahead Should
and Probably Will Prove Bet-
ter Than the One Which
Has Just Died—Plans Out-
lined for Industrial
Section.

By FRANK S. WOODSON,
Industrial Editor.

From all parts of Virginia come most cheering industrial reports as the good business in nearly all lines transacted the past year is being footed up. From every one of the twenty cities in the State and from all the larger towns there come reports that make the heart glad. Taking all of the many industries known to the State from coal mining and gold mining and quarrying to brick making for building purposes; from cotton manufacturing to shirt making and overalls making; from tobacco manufacturing to cigar and cheroot making; from plain country saw milling to box and barrel manufacturing and finishing timber work; from peanut growing up to the distribution of the nut throughout the world from the various cleaning and working factories; from iron mining to the finished work turned out by the various nail, horse shoe, stove and other iron working factories, up to the building of steam engines, all of the reports are of the cheering kind.

Backbone of It All.
The reports from all the banks in the State, with here and there an exception, are of the pleasing kind. A Richmond banker told me yesterday there was less trouble recorded in the banking world in Virginia last year than in any year since the War Between the States, and behind all of these good reports there come even more splendid reports from the backbone of it all, the agricultural districts. I guess, from all accounts, have come up, that the farmers of Virginia as a class have never done better in any one year than they did last year. They are learning how to grow things that they never grew before, and grow them profitably, and Virginia farmers are learning rapidly, perhaps, than their brethren in some other Southern States that farming is a science, an industrial business, subject to the laws of supply and demand, and as such a matter of business thought and calculation as a shoe factory or a tobacco factory, or any other kind of a factory.

The Real Business on the Farm.
Some Virginia farmers have reached the conclusion that to farm successfully more good sense and more careful calculation and more accurate bookkeeping are required than in the manufacturing line. And those who have reached this conclusion, and are acting and governing themselves accordingly, are making a big success of the greatest industrial pursuit known to the world. Virginia farmers, as a rule, are ahead of the game, got ahead of it last year, and they are going to stay ahead of it in the future. Of course, I am talking now about real farmers, men who know a thing or two, and yet realize that they are not to be instructed and other instructors in the science of farming. Unfortunately, there are a lot of people in Virginia who are not used as farmers who are not real agriculturists. They are the white fellows who refuse to be instructed and the brother in black who can't be instructed, or who can't muster up the needed energy to make use of the little instruction he is capable of holding. These are the men who reduce the average in any given line of products.

Averages Pulled Down.
Take corn, for instance. We hear of men, and boys, too, who make from 100 to 150 bushels of corn to the acre, and yet the general average of the State is less than thirty bushels to the acre. The fellows mentioned above are the ones who reduce this average. If a sixteen-year-old boy can go beyond 100 bushels to the acre, the stronger and the mightier colored farm laborer and the mightier colored farm laborer ought to do the same thing, but they can't do it, and the reason why they do not is to be found in the fact that they do not bring intelligence and muscle to bear as well as the up-to-date boy.

The Year Ahead.
The Industrial Section flatters itself that it had somewhat to do with helping things along the past year; that it has to a certain extent helped the manufacturer, the merchant, the banker and the farmer to do better things by keeping them posted as the days went by as to what other parts of the State were doing, and all that kind of thing. The Industrial Section also knows that it has done not a little in the matter of calling attention of the outside world to the grand possibilities in all lines in old Virginia. It is proud of that work, and the plans for the good year 1911 are to enlarge this good effort. During the present year the industrial editor expects to visit every city and good sized town of the State and find out what they are doing and what they propose to do, and let the world know all about it. The farming interest will also be looked after, and it is the hope and belief of The Times-Dispatch that it will be able to do much towards building up all the towns of the State, and all of the back country, too. That is what it is here for, and it is going to do its level best.

Petersburg Tobacco Conditions.
Petersburg, Va., January 7.—The beginning of the new year finds our market much better than the usual receipts up to Christmas, due planters tell of a good harvest season during the holidays, which, the warehousemen believe, indicates large receipts and sales at the opening on January 10. It is estimated that only about one-fifth of the crop has been marketed. It is a crop that is well marketed, as yet. With larger offerings and a liberal buyers a lively market is expected.